



TO: Banyan Sales Force
Banyan Resellers

FROM: Product Marketing

RE: COMDEX '88 Activities

This week at COMDEX '88, Banyan will be demonstrating two new future products highlighting our strong commitment to IBM connectivity.

IBM 16Mbps TOKEN-RING BOARD

Banyan recently participated in a joint testing program conducted by IBM to test its new IBM Token-Ring Network 16/4 Adapter. We were given information and access to the new IBM Token-Ring boards. As a result, Banyan was able to design a new driver to support the new 16Mbps board in both the server and the client. Our support of the new Token-ring board allows us to run VINES over the highest speed LAN technology available in the workstation market today. The new driver will be available in VINES release 3.10.

Our press release describing the joint testing effort is attached to give more specific information. This is very exciting for Banyan as we continue to work closely with IBM to provide our customers with the highest level of interconnectivity to the IBM environment. We will be demonstrating the 16Mbps support in the Banyan Comdex booth.

OS/2 NETWORK PERFORMANCE MONITOR

In addition to the above demonstration, we have also accepted IBM's invitation to give a demonstration in their OS/2 booth. Banyan will be demonstrating part of a new suite of benchmarking tools targeted for multi-user, multi-server environments. We will be demonstrating our product under IBM's OS/2 Extended Edition 1.1. The application was written to take advantage of the Presentation Manager. These tools when complete will be available as one composite product called the Banyan Network Performance Monitor, and will be designed to run under all versions of OS/2. This demonstration is another example of our firm commitment to IBM and to OS/2 as well. We will be providing more details on this product in the future.

BANYAN NEWS

FOR IMMEDIATE RELEASE

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BANYAN SYSTEMS ACKNOWLEDGES ROLE IN IBM JOINT TESTING PROGRAM

-- Demonstrates Support for New IBM 16 Mbps Token-Ring Board
at Comdex (Booth 7158) --

LAS VEGAS, Nev., Nov. 14 --- Banyan Systems Chief Executive Officer David C. Mahoney today confirmed industry reports linking Banyan to a special, recently completed International Business Machines joint testing program.

Banyan tested a new IBM product --- the IBM Token-Ring Network 16/4 Adapter --- by writing a new driver that ensures compatibility between IBM's Token-Ring solution and Banyan's VINES (VIRtual NETworking operating System). Mahoney indicated that support for the new board is being demonstrated at Banyan's booth at Comdex (booth 7158), and that the driver will be included in upcoming releases of VINES.

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Responding to a press announcement by IBM that named Banyan as one of four leading vendors chosen for the collaborative testing effort involving the Token-Ring Network Adapter Cards, Mahoney acknowledged Banyan's involvement, stating that "it's business as usual" for the Westboro, Massachusetts-based provider of networking solutions for organization-wide computing environments.

"Banyan's involvement in this IBM project," said Mahoney, "should come as no surprise to people who have seen our evolving VINES product solutions, listened to our stated business plans to work cooperatively with leading industry firms and familiarized themselves with our reputation for technological leadership and responsiveness."

According to Banyan President Richard G. Meise, IBM needed product testing partners that could react quickly to verify the basic workability of IBM's new high-speed adapter card technology in a variety of leading hardware and software environments. "It is correct to assume that IBM views us as a competent, reliable source of networking expertise," he said.

IBM's own press announcement, released at the Comdex trade conference here, stated:

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"IBM also announced joint testing of the 16 Mbps Token-Ring Network Adapter Cards with four representative companies offering products for the local area network marketplace: Apollo Computer, Banyan Systems, Sun Microsystems and Novell. Successful testing by these companies verified that IBM's new adapter cards operated properly in a variety of hardware and software environments. Sun Microsystems is also in the process of testing these new adapter cards."

According to IBM, the IBM Token-Ring Network 16/4 Adapter supports attachment of Personal System/2 computers to 16 Mbps Token-Ring Networks. In part, the testing project called for Banyan to determine that the new cards would not disrupt any current networking services being provided by Banyan IBM-based "shops."

IBM Connectivity Relates to Banyan's

Long-Range Strategic Planning

Last month, a specially convened Networking Technology Conference, sponsored by Banyan in Boston, Mass., and Santa Clara, Calif., outlined the Company's long-term business plans to work more closely with other leading computer system suppliers to create products that allow for interconnection into more heterogeneous environments.

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Late this past spring, Banyan announced that it is supplying specialized networking technology and products to Lowell, Massachusetts-based Wang Laboratories. At the Networking Technology Conference, Mahoney announced that Banyan will continue to seize all opportunities to work in concert with other major firms.

Banyan Systems Incorporated develops and markets VINES --- the VIRTUAL NETWORKING operating System --- that allows network resources to appear as transparent extensions to local personal computers. VINES integrates multiple communications technologies, including local and wide area networks, minicomputer and mainframe computer links. The Company also develops, manufactures and markets high-performance, multi-function network servers that operate the VINES network operating system while providing internetwork support for a variety of popular local area networks. Banyan Systems Incorporated is headquartered at 115 Flanders Road, Westboro, Massachusetts 01581. Telephone: (508) 898-1000.

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